

# The ADVOCATE

## HR Firm Expands During Slump

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While the news is filled with companies cutting jobs and restructuring, a Stamford human resources consulting firm is expanding.

Operations Inc. has added six employees and 2,200 square feet of office space during the past year and plans to hire two more people, said Chief Executive Officer David Lewis.

“The growth of the financial services sector has been a big source of our growth,” said Lewis, who founded the company in 2001.

Operations also is growing because of aggressive marketing and a reputation in the industry, he said, adding that about 80 percent of its business comes from referrals.

A 1991 state law that requires companies with 50 or more workers to have sexual harassment awareness and sensitivity training brings customers to Operations, Lewis said. Only Connecticut and California have the law, he said.

Operations Inc. provides human resources outsourcing, recruitment management services, benefits administration, exit interview services, payroll administration and management and staff training to companies that have 10 to more than 2,000 workers.

Lewis said his firm is looking for someone to oversee its consulting team and another employee who would support outsourcing to clients in New York City.

The two new hires would give the company a total of 26 people, 10 of whom will be at 992 High Ridge Road and 16 who work from their homes and at client sites, Lewis said.

The company has a new lease for 3,600 square feet of office space, up from 1,400 square feet, he said.

Human resources services are in demand, as companies lay people off, or in some cases, hire, said Michael Freimuth, economic development director for the city of Stamford.

“Human resources skills are at a premium in today’s marketplace,” Freimuth said.

John Hannigan, a principal at Stamford-based Choyce Peterson commercial real estate, represented Operations in negotiations for its lease at 992 High Ridge Road, an office building owned by Frank Mercede & Sons Inc. of Stamford.